From:	Teresa Ruffoni
To:	Anton Benbalit; Sara Peet
Cc:	Sanford Riggs; Bob Havlicek; Tara Oishi; Jesse Silva; AccountsPayable; Loren Reeves; Kelsie Shroll; Eligio Lara; Irene Melton
Subject:	RE: Flock Annual Billing - Santa Maria Polic Department & HASBARCO
Date:	Thursday, October 3, 2024 9:51:51 AM
Attachments:	image006.png

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

HI Anton,

Thank you for the follow up. That is exactly what we needed.

hasbarco
Housing Authority of the County of Santa Barbara
Caring for Community

Teresa Ruffoni | Legal Secretary
Housing Authority of the County of Santa Barbara
Administrative Office, 815 W Ocean Ave, Lompoc CA 93436
Office: 805.736.3423 | Fax: 805.735.7672 |

Customer Service Survey: Let us know how we are doing.

From: Anton Benbalit <anton.benbalit@flocksafety.com>
Sent: Thursday, October 3, 2024 9:33 AM
To: Sara Peet <speet@cityofsantamaria.org>
Cc: Teresa Ruffoni <teresaruffoni@hasbarco.org>; Sanford Riggs <sanfordriggs@hasbarco.org>; Bob Havlicek <bobhavlicek@hasbarco.org>; Tara Oishi <toishi@cityofsantamaria.org>; Jesse Silva <jsilva@cityofsantamaria.org>; AccountsPayable <AccountsPayable@HASBARCO.ORG>; Loren Reeves <lorenreeves@hasbarco.org>; Kelsie Shroll <kelsieshroll@hasbarco.org>; Eligio Lara <elara@cityofsantamaria.org>; Irene Melton <irenemelton@hasbarco.org>
Subject: Re: Flock Annual Billing - Santa Maria Polic Department & HASBARCO

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Good morning Teresa,

It was a pleasure speaking with you this morning. Here's a breakdown of what is included with both items on the invoice:

- Flock Safety Falcon:
    - Falcon camera, LTE connectivity, software updates, customer support, camera maintenance & remote monitoring, unlimited user licenses, hotlist

integrations & alerts, on-going customer success manager assigned to account & 30-days of data storage on AWS GovCloud.

- Professional Services - Standard Implementation Fee:
    - build out of deployment plan, Flock's permitting team working with city department to obtain permits for camera installation, site survey of camera locations, and install of cameras.

The Falcon fee is an on-going recurring yearly fee for software. Whereas the Professional Services fees are a one time fee that are paid upfront. Hopefully this information is helpful.

Talk to you soon.
- Anton

On Thu, Oct 3, 2024 at 9:23 AM Sara Peet <speet@cityofsantamaria.org> wrote:

> Good Morning, Teresa,
>
> We will include the breakdown on our invoice to you.
>
> Thank you,
>
> *Sara Peet*
> Santa Maria Police Department|1111 W. Betteravia Rd.|Santa Maria, CA 93455
> (805) 928-3781 x2442
>
> ---
>
> **From:** Teresa Ruffoni <teresaruffoni@hasbarco.org>
> **Sent:** Thursday, October 3, 2024 9:21 AM
> **To:** Anton Benbalit <anton.benbalit@flocksafety.com>
> **Cc:** Sanford Riggs <sanfordriggs@hasbarco.org>; Bob Havlicek <bobhavlicek@hasbarco.org>; Tara Oishi <toishi@cityofsantamaria.org>; Jesse Silva <jsilva@cityofsantamaria.org>; AccountsPayable <AccountsPayable@HASBARCO.ORG>; Loren Reeves <lorenreeves@hasbarco.org>; Sara Peet <speet@cityofsantamaria.org>; Kelsie Shroll <kelsieshroll@hasbarco.org>; Eligio Lara <elara@cityofsantamaria.org>; Sanford Riggs <sanfordriggs@hasbarco.org>; Irene Melton <irenemelton@hasbarco.org>
> **Subject:** Flock Annual Billing - Santa Maria Polic Department & HASBARCO
>
> *** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Good morning, Anton,

Thank you for the call this morning. Pursuant to our conversation, attached please find the Flock invoice for the annual billing for your review and breakdown of the costs.

After speaking with our Finance Director, Irene Melton, and my discussion with both you and George Pitt, we will continue to work with the SMPD for all future Flock expenses. My understanding based on our conversation is that we originally chose to work through the SMPD due to any potential liability associated with monitoring the cameras.

Thank you for the follow up.

Sincerely,

hasbarco
Housing Authority of the County of Santa Barbara
Caring for Community

Teresa Ruffoni | Legal Secretary
Housing Authority of the County of Santa Barbara
Administrative Office, 815 W Ocean Ave, Lompoc CA 93436
Office: 805.736.3423 | Fax: 805.735.7672 |

Customer Service Survey: Let us know how we are doing.

From: Sara Peet <speet@cityofsantamaria.org>
Sent: Wednesday, October 2, 2024 4:47 PM
To: Irene Melton <irenemelton@hasbarco.org>; Kelsie Shroll <kelsieshroll@hasbarco.org>; Eligio Lara <elara@cityofsantamaria.org>; Teresa Ruffoni <teresaruffoni@hasbarco.org>
Cc: Sanford Riggs <sanfordriggs@hasbarco.org>; Bob Havlicek <bobhavlicek@hasbarco.org>; Tara Oishi <toishi@cityofsantamaria.org>; Jesse Silva <jsilva@cityofsantamaria.org>; AccountsPayable <AccountsPayable@HASBARCO.ORG>; Loren Reeves <lorenreeves@hasbarco.org>
Subject: RE: HASBARCO Contract

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Got it, we will work with our Finance department to get an invoice sent out to you for the 1st year of services. We will need to know if you're going to contract with Flock directly going forward because we need to give our 30 days notice to discontinue our contract with them. If you're not, we'll need to work on a restated agreement since the main agreement is no longer in effect.

Thank you,

Sara Peet
Santa Maria Police Department|1111 W. Betteravia Rd.|Santa Maria, CA 93455
(805) 928-3781 x2442

From: Irene Melton <irenemelton@hasbarco.org>
Sent: Wednesday, October 2, 2024 3:45 PM
To: Sara Peet <speet@cityofsantamaria.org>; Kelsie Shroll <kelsieshroll@hasbarco.org>; Eligio Lara <elara@cityofsantamaria.org>; Teresa Ruffoni <teresaruffoni@hasbarco.org>
Cc: Sanford Riggs <sanfordriggs@hasbarco.org>; Bob Havlicek <bobhavlicek@hasbarco.org>; Tara Oishi <toishi@cityofsantamaria.org>; Jesse Silva <jsilva@cityofsantamaria.org>; AccountsPayable <AccountsPayable@HASBARCO.ORG>; Loren Reeves <lorenreeves@hasbarco.org>
Subject: RE: HASBARCO Contract

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Hi Sara,

I would agree that we should abide by the addendum as it looks like this would be the easiest way without having to amend the contract. If you could please have your finance team, send the Housing Authority an invoice for the Flock cameras and annual monitoring fees, then we will process payment directly to the City of Santa Maria. If you could please include a copy of the Flock invoice that you received along with your invoice an email it to accountspayable@hasbarco.org that would be great.

Thank you all for your help, we truly appreciate it.

Irene Melton, CPA | Director of Finance
Housing Authority of the County of Santa Barbara
Administrative Office, 815 W Ocean Ave, Lompoc CA 93436
Office: 805.710-8803| Fax: 805.735.7672 |

Customer Service Survey: Let us know how we are doing.

From: Sara Peet <speet@cityofsantamaria.org>
Sent: Wednesday, October 2, 2024 12:41 PM
To: Kelsie Shroll <kelsieshroll@hasbarco.org>; Eligio Lara <elara@cityofsantamaria.org>; Teresa Ruffoni <teresaruffoni@hasbarco.org>

Cc: Sanford Riggs <sanfordriggs@hasbarco.org>; Bob Havlicek <bobhavlicek@hasbarco.org>; Irene Melton <irenemelton@hasbarco.org>; Tara Oishi <toishi@cityofsantamaria.org>; Jesse Silva <jsilva@cityofsantamaria.org>
Subject: RE: HASBARCO Contract

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Hi Kelsie-

Commander Lara and I have discussed this and it was agreed that law enforcement services discontinued, effective, September 15, 2024. We will prepare a final invoice in the next couple of weeks.

As far as the Flock cameras, @Teresa Ruffoni has mentioned that Housing Authority would like to pay the Flock bill direct. The addendum (attached) wasn't written that way, however, since we're at a point of needing an amendment and/or new contract, I've reached out to our legal team as well as our Finance department for guidance on how to move forward. Please confirm Housing Authority would like to directly contract with Flock going forward so we can pivot on our end.

Thank you,

Sara Peet
Santa Maria Police Department|1111 W. Betteravia Rd.|Santa Maria, CA 93455
(805) 928-3781 x2442

From: Kelsie Shroll <kelsieshroll@hasbarco.org>
Sent: Wednesday, September 18, 2024 11:31 AM
To: Sara Peet <speet@cityofsantamaria.org>; Eligio Lara <elara@cityofsantamaria.org>
Cc: Sanford Riggs <sanfordriggs@hasbarco.org>; Bob Havlicek <bobhavlicek@hasbarco.org>; Irene Melton <irenemelton@hasbarco.org>
Subject: Re: HASBARCO Contract

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Good afternoon Sara,

I apologize for the delay in getting back to you. I understand that Sanford Riggs had a brief conversation with Commander Lara. As you may know, we have significantly increased the security guard service at all of our developments in Santa Maria. In particular, at the Residence at

Depot Street we maintain a 24-hour guard service with required sign-in. In addition, we continue to maintain a robust security camera system at each of our developments to be able to capture and relay undesirable activity that could potentially serve as prosecutable evidence. Finally, since the lifting of COVID restrictions, we have been able to evict a considerable number of tenants that were involved in drug and/or violent activities. As a result of these actions, and others, we have received feedback from townhall meetings with our tenants that they feel much safer.

With that background in mind, we have decided to discontinue the contract for additional patrols with your department. Please note we highly value the Santa Maria Police Department and continue to appreciate the excellent service we have received from your department. Our decision is based on economic considerations alone. We do wish to continue the Flock camera systems and respectfully request the contract to be modified to include continuation of that service. We also understand that the department has continued the contract under the existing terms without an extension. We further understand the department has incurred additional inflationary costs subsequent to the expiration of that contract. We wish to reimburse the department for the additional costs incurred. Please feel free to invoice us accordingly for those additional costs.

Please let us know if this email is adequate or if you need a formal letter executed by our Executive Director for your files. As you know, many of our developments serve formerly homeless and include those with mental illness and former or current chemical additions - as such it is a difficult population to serve. All of this is to say that we will not hesitate to reach out to you again if our circumstances change.

Thank you,

Kelsie Shroll | Executive Assistant
Housing Authority of the County of Santa Barbara
Administrative Office | 815 W Ocean Ave, Lompoc CA 93436
Office: 805.562.6563 | Fax: 805.735.0020

Customer Service Survey: Let us know how we are doing.

From: Sara Peet <speet@cityofsantamaria.org>
Sent: Tuesday, September 3, 2024 11:11 AM
To: Kelsie Shroll <kelsieshroll@hasbarco.org>; Eligio Lara <elara@cityofsantamaria.org>
Subject: RE: HASBARCO Contract

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Sounds good, thank you for the update.

From: Kelsie Shroll <kelsieshroll@hasbarco.org>
Sent: Tuesday, September 3, 2024 11:09 AM

To: Sara Peet <speet@cityofsantamaria.org>; Eligio Lara <elara@cityofsantamaria.org>
Subject: Re: HASBARCO Contract

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Hi Sara,

No questions at this time! We will be discussing the updates internally tomorrow and then I'll get back to you!

Thank you,

Kelsie Shroll | Executive Assistant

Housing Authority of the County of Santa Barbara

Administrative Office | 815 W Ocean Ave, Lompoc CA 93436

Office: 805.562.6563 | Fax: 805.735.0020

Customer Service Survey: Let us know how we are doing.

From: Sara Peet <speet@cityofsantamaria.org>
Sent: Tuesday, September 3, 2024 10:18 AM
To: Kelsie Shroll <kelsieshroll@hasbarco.org>; Eligio Lara <elara@cityofsantamaria.org>
Subject: RE: HASBARCO Contract

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Good Morning, Kelsie,

Checking in to see if you have any questions/concerns?

Thank you,

Sara Peet

Santa Maria Police Department|1111 W. Betteravia Rd.|Santa Maria, CA 93455

(805) 928-3781 x2442

From: Kelsie Shroll <kelsieshroll@hasbarco.org>
Sent: Monday, August 26, 2024 10:08 AM
To: Sara Peet <speet@cityofsantamaria.org>; Eligio Lara <elara@cityofsantamaria.org>
Subject: Re: HASBARCO Contract

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Hi Sara,

I just wanted to let you know that this has been received! I was off on Friday so we haven't had a chance to review internally yet. I'll let you know if we have any questions or comments prior to signing.

Thank you,

Kelsie Shroll | Executive Assistant

Housing Authority of the County of Santa Barbara

Administrative Office | 815 W Ocean Ave, Lompoc CA 93436

Office: 805.562.6563 | Fax: 805.735.0020

Customer Service Survey: Let us know how we are doing.

From: Sara Peet <speet@cityofsantamaria.org>
Sent: Thursday, August 22, 2024 5:07 PM
To: Eligio Lara <elara@cityofsantamaria.org>; Kelsie Shroll <kelsieshroll@hasbarco.org>
Subject: RE: HASBARCO Contract

Hi Kelsie-

Please see the attached proposed amendment to extend the contract for a year. You can send me an electronic copy once reviewed/approved and follow up with a hard copy in the mail with wet signatures.

Do not hesitate to reach out if you have any questions or need additional information.

Thank you,

Sara Peet

Santa Maria Police Department|1111 W. Betteravia Rd.|Santa Maria, CA 93455

(805) 928-3781 x2442

From: Eligio Lara <elara@cityofsantamaria.org>
Sent: Thursday, August 22, 2024 4:39 PM
To: Kelsie Shroll <kelsieshroll@hasbarco.org>; Sara Peet <speet@cityofsantamaria.org>
Subject: RE: HASBARCO Contract

Hey Kelsie,

It was nice talking to you earlier. I just wanted to let you know that I've added Sara to this email, and she'll help you get an updated contact.

Thank you.

From: Kelsie Shroll <kelsieshroll@hasbarco.org>
Sent: Thursday, August 22, 2024 12:11 PM
To: Eligio Lara <elara@cityofsantamaria.org>
Subject: HASBARCO Contract

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Good afternoon Officer Lara,

Thank you for speaking with me earlier. To determine if we'll be renewing our contract with the City of Santa Maria PD, could you please send me an updated contract with any revisions from the previous contract highlighted and I will have our Executive Director review?

Thank you,

Kelsie Shroll | Executive Assistant

Housing Authority of the County of Santa Barbara

Administrative Office | 815 W Ocean Ave, Lompoc CA 93436

Office: 805.562.6563 | Fax: 805.735.0020

Customer Service Survey: Let us know how we are doing.

--

Anton Benbalit

Regional Sales Director

206.432.1524 | anton.benbalit@flocksafety.com